

# FOCUS



Dixie L. Burris, Membership Development,  
Call 1-800-DHIA-TRST for information.  
Pennsylvania Dairy Herd Improvement Association  
DHIA Service Center, Orchard Road, University Park, PA 16802

## How Does Your Herd Compare?

STATE COLLEGE (Centre Co.) — These data are calculated using information pulled from Pennsylvania DHIA's mainframe computer each week. It is a one-week summary representing approximately one-fourth of the herds on test, as they are tested monthly.

These data are valuable from a business management standpoint and can be used for comparing your operations to the averages from about one-fourth of the herds across the state.

DHIA Averages for all herds processed between 12/4/93 and 12/11/93

Number of Herds Processed	1,122
Number of Cows Processed	65,632
Number of Cows Per Herd	58.4
Milk Per Cow (Lbs)	18,498
%-Fat	3.66
Fat Per Cow (Lbs)	677

%-Protein	3.18
Protein Per Cow (Lbs)	589
Average Days in Milk Per Cow	318
*Value for CWT Milk(\$)	12.68
*Value for CWT Grain(\$)	7.83
*Value for CWT Hay(\$)	4.19
*Value for CWT Silage(\$)	1.51
*Value for Pasture Per Day(\$)	.29
*Value for Milk Per Cow Per Year(\$)	2,346
*Feed Consumed Per Cow Per Year(Lbs)	
A: Grain	7,302
B: Hay	2,232
C: Silage	15,051
D: Day Pasture	57
*Feed Cost Per Cow Per Year(\$)	
A: Grain	572
B: Hay	93
C: Silage	228
D: Pasture	16
*Total Feed Cost Per Cow Per Year(\$)	910
*Income Over Feed Costs Per Year(\$)	1,436
*Grain to Milk Ratio	1:2.5
*Feed Cost Per CWT Milk(\$)	4.92
Avg Level For 1,012 SCC Herds	334,366

\*Member-generated figures

## Costs For Handy Reference

To help farmers across the state to have handy reference of commodity input costs in their feeding operations for DHIA record sheets or to develop livestock feed cost data, here's this week's average costs of various ingredients as compiled from regional reports across the state of Pennsylvania. Remember these are averages so you will need to adjust your figures up or down according to your location and the quality of your crop.

Corn, No. 2y - 2.82 bu. 5.05 cwt.  
Wheat, No. 2 - 3.51 bu. 5.86 cwt.  
Barley, No. 3 - 2.24 bu. 4.79 cwt.  
Oats, No. 2 - 1.62 bu. 5.05 cwt.  
Soybeans, No. 1 - 6.47 bu. 10.80 cwt.  
Ear Corn - old 60.50 ton 3.85 cwt.  
Ear Corn - new 77.03 ton 3.03.  
Alfalfa Hay - 111.88 ton 5.59 cwt.  
Mixed Hay - 100.75 ton 5.04 cwt.

## Keystone Public Auto Exchange, Rt. 22/322 Between Dauphin & Clarks Ferry Bridge

### AUTOMOBILE & TRUCK AUCTION

31 Banks And Lending Institutions Offer  
Approx. 175 Bank Vehicles

**SATURDAY, JANUARY 8TH, 1994 AT 10:00 A.M.**  
(SNOW DATE - JANUARY 15TH)

- |  |   |
|--|---|
| 1993 Geo Storm, 5 Spd, A/C, Green, 12,000 (M)            | 1989 Dodge Caravan SE, Maroon, 65,000 (M)         |
| 1993 Buick Skylark, Green, 21,000 (M)                    | 1989 Ford F250 4x4, V8, AT, A/C, Gray, 64,000 (M) |
| 1992 Ford Explorer, 4 Dr, Eddie Baur, Brown, 55,000 (M)  | 1989 Chevy Beretta, V6, Blue, 98,000 (M)          |
| 1992 Dodge Shadow  | 1989 Ford Probe GL, Red, 33,000 (M)               |
| 1992 Mercury Tracer                                      | 1989 Lincoln Continental, Gray, 39,000 (M)        |
| 1992 Chevy Lumina, 62,000 (M)                            | 1989 Dodge Caravan SE, AT, A/C, Blue, 76,000 (M)  |
| 1992 Subaru Loyale Sdn, 5 Spd, Loaded, Blue, 35,000 (M)  | 1989 Chevy S10 Blazer                             |
| 1992 Chevy C1500 W/T, 6 Cyl, AT, A/C, Red, 18,000 (M)    | 1989 Mitsubishi Precis RS, White, 74,000 (M)      |
| 1992 Ford Ranger 4x4 Tk                                  | 1989 Ford Probe GL, AT, A/C, Silver, 65,000 (M)   |
| 1991 Jaguar XJ6  | 1989 GMC 7000 Mobile Home Hauler, 19,000 (M)      |
| 1991 Nissan Pathfinder, Maroon, 29,000 (M)               | 1989 Ford F150, Green, 53,000 (M)                 |
| 1991 Cadillac Eldorado CP, Tan, 58,000 (M)               | 1989 Chrysler LeBaron CP, Black, 42,000 (M)       |
| 1991 Cadillac Eldorado CP, Blue, 47,000 (M)              | 1989 Cadillac Brougham, Blue, 61,000 (M)          |
| 1991 Buick Skylark                                       | 1989 Chevy Suburban 4x4, Gray/Black, 74,000 (M)   |
| 1991 Cadillac Deville, Silver, 55,000 (M)                | 1989 Olds Regency 98 Brougham, Beige, 75,000 (M)  |
| 1991 Mazda MX6, White, 51,000 (M)                        | 1989 Buick Regal, Red                             |
| 1991 Mazda Navajo LX 4x4, White, 93,000 (M)              | 1989 Ford Escort, Black                           |
| 1991 Mazda Navajo LX 4x4, Black, 62,000 (M)              | 1989 Mazda 626, White                             |
| 1991 Isuzu Stylus X5, Maroon, 52,000 (M)                 | 1988 Ford Bronco II, 82,000 (M)                   |
| 1991 Ford Conversion Van, Blue/Silver, 29,000 (M)        | 1988 Sterling 825 S, Burgundy                     |
| 1991 Ford Tempo GL Sdn, Gray, 70,000 (M)                 | 1988 Mercedes 300 CE, White, 75,000 (M)           |
| 1991 Lincoln Continental, 83,000 (M)                     | 1988 Ford Ranger                                  |
| 1990 Chevy S10 Tk, 83,000 (M)                            | 1988 Mazda 323, AT, A/C, 86,000 (M)               |
| 1990 Hyundai Excel CP, White                             | 1988 Pontiac Firebird, Red, 66,000 (M)            |
| 1990 Ford Probe LX, 5 Spd, A/C, Black, 49,000 (M)        | 1988 Chevy Cavalier Sdn                           |
| 1990 Olds Regency, Black, 59,000 (M)                     | 1988 Chevy Beretta CP, Silver, 66,000 (M)         |
| 1990 Cadillac Fleetwood, Black, 143,000 (M)              | 1988 Ford Tempo GL, Blue, 102,000 (M)             |
| 1990 Olds Cutlass Supreme, Dk Blue, 26,000 (M)           | 1988 Ford Bronco XLT, V8, Gray, 70,000 (M)        |
| 1990 Chevy S10 Blazer, V6, Black, 64,000 (M)             | 1988 Chevy Nova, Red                              |
| 1990 GMC Sierra  | 1987 Olds Calais                                  |
| 1990 Chevy Blazer  | 1987 Chevy Cavalier Z24, Red                      |
| 1990 Hyundai Excel GL, Black, 62,000 (M)                 | 1987 Plymouth Voyager SE, V6, Blue                |
| 1990 Toyota Tercel CP, White, 72,000 (M)                 | 1986 Cadillac Eldorado, 72,000 (M)                |
| 1990 Ford Bronco II XLT, V6, Ld, Gray/Silver, 66,000 (M) | 1986 Mercedes 660 SEL, Gold, 116,000 (M)          |
| 1990 Pontiac Transport SE, White, 50,000 (M)             | 1986 Ford T-Bird, V6, AT, Loaded                  |
| 1990 BMW 525i, Silver, 61,000 (M)                        | 1986 Chevy Cavalier Sdn, Blue, 93,000 (M)         |
| 1989 Mercedes 560 SEL, White, 68,000 (M)                 | 1986 Cadillac Eldorado, 99,000 (M)                |
| 1989 Chevy Cavalier CP                                   | 1985 Dodge Ram 100, AT, A/C, Gray                 |
| 1989 Jeep Cherokee 4x4, AT, A/C, Gray, 51,000 (M)        | 1985 Mercury Grand Marquis, Maroon                |
| 1989 Dodge Dakota LE 4x4, V6, Blue, 45,000 (M)           | 1985 Olds Cutlass Cruiser, SW                     |
| 1989 Mercury Cougar LS, V6, Blue, 74,000 (M)             | 1984 Nissan Stanza                                |
| 1989 Ford Ranger, White, 124,000 (M)                     | 1983 Chevy Cavalier                               |
| 1989 Lincoln Mark VII, Black, 40,000 (M)                 | 1982 Chevy Malibu Classic                         |
| 1989 Jeep Cherokee Pioneer, Black, 84,000 (M)            | 1981 DeLorean Gulfwing                            |
| 1989 Dodge Caravan LE, Black, 74,000 (M)                 |   |

ALL VEHICLES LISTED ABOVE ARE SOLD "AS IS". TERMS: PUBLIC BUYERS - CASH ONLY DEPOSIT OF \$700.00 PLUS ADDITIONAL 25% OF PURCHASE PRICE IN CASH OR CERTIFIED CHECK ON DAY OF AUCTION. BALANCE DUE NEXT BUSINESS DAY IN CASH OR CERTIFIED CHECK ONLY!! NO EXCEPTIONS!! DEALER CHECKS ACCEPTED. TEMP. TAGS ISSUED W/PROOF OF INSURANCE. TITLE WORK COMPLETED BY AUCTION. NOTARY ON PREMISES. PLENTY OF PARKING AND FOOD. CALL: 717-921-2200 FOR CONSIGNMENT INFORMATION.

\*\*\*THIS IS A PARTIAL LISTING OF VEHICLES. THERE WILL BE APPROX. 75 MORE BANK VEHICLES AND OFF LEASE VEHICLES EXPECTED IN THE SALE\*\*\*

NOTE: GMAC WILL OFFER APPROX. 15 UNITS TO DEALERS ONLY WITH THE RIGHT TO ACCEPT OR REJECT THE BIDS RUNNING IN THE "B LANE" AT APPROX. 11:00.

Information believed to be accurate but not guaranteed and subject to change or redemption.

\*\*\*APPROX. 150 DEALER AND PUBLIC UNITS IN ADDITION WILL ALSO BE AVAILABLE FOR SALE DAY\*\*\*

IF YOU WISH TO SELL A VEHICLE, CALL NOW FOR INFO: 717-921-2200.

PLEASE NOTE: CHILDREN UNDER 16 YRS OF AGE WILL NOT BE ADMITTED UNDER ANY CIRCUMSTANCES!!

BUCKS CTY BANK, DAFUCU, DROVERS BANK, DAUPHIN DEPOSIT, DELAWARE TRUST, FARMERS 1ST BANK, FIRST EASTERN, 1ST PA BANK, FRANKLIN FIRST SAVINGS BANK, GMAC, LEBANON VALLEY BANK, LEHIGH VALLEY BANK, MELLON BANK N.A., PEOPLES 1ST FEDERAL, PNCCC, STATE FARM INSURANCE, STAR STATES LEASING, WILLIAMSPORT NAT'L BANK, WILMINGTON TRUST, YORK BANK & TRUST  
AH-000057-L



1111 Rt. 22-322  
Dauphin, Pennsylvania 17018  
717-921-2200

## Public Auction

**SATURDAY  
JANUARY 29, 1994**

10:00 A.M.

**FARM EQUIPMENT MULES DRIVING HORSES**  
LOCATION: 325 Beechdale Road, E. Lampeter Twp., Lancaster Co., Pa. From Rt. 340 In Bird In Hand - North On Beechdale Rd. At Underpass To 1st Farm On Right.

**20 HEAD MULES 4 DRIVING HORSES**  
Inc. 1 Fancy Morgan

Open buggy; breaking cart; lots of hitches and accessories - some new. Horses & mules will be hitched on Friday, Jan. 28 from 12:00 to 3:00.

Full line of farm machinery, dairy and farm related items & crops. All day auction.

Auction by  
**DAVID S. & SARAH S. LANTZ**

**HARRY H. BACHMAN**  
AUCTIONEER  
138 College Avenue-Annumville, PA 17003  
(717) 667-1809

Assisted by  
**STONEHURST FARMS**  
(717) 687-7475

## ALL DAY SEMINAR WITH MURRAY BAST JANUARY 18, 1994

Program will be held at Yoder's Restaurant  
New Holland, PA  
9:15 a.m. - 3:30 p.m. with family-style meal

Murray Bast, well-known lecturer and farmer from Ontario, Canada, has farmed for 20 years without chemicals on his soil. His dairy herd has been without drugs, vaccines or hormones for 16 years. He has experience in grazing and problems that molds are causing in our plants and soils. He has spent much time and money studying the connection between the health of the soil, plant, animals, and humans.

Murray presently operates a business specializing in helping farmers find holistic, non-toxic ways of healing the soil, plants, animals and themselves. He has set up a small laboratory and is doing Darkfield microscopy work on blood, milk and plant saps.

Murray's thoughts on our food supply are both interesting and provocative.

Sponsored By:

**CULBAC PRODUCTS TRANS-AGRA, INT.**  
and  
**HESS FARM SUPPLY, INC.**

RESERVATIONS ARE A MUST! SPACE LIMITED

Call (717) 354-7972

(Snow Date: January 19, 1994)